

March 31, 2003
City of Elgin, OR

QUOTATION

The following prices are based on information provided to us as described in the proposal cover letter. Should actual conditions or footage vary it may be necessary to adjust pricing accordingly.

	Locate and Pinpoint Water Leaks	
15 mile(s)	@ \$0.033 per foot:	\$2,613.60

The above is a minimum price and applies only when we are in your area. In the event services are desired when we are not in your area or mobilization to your area requires airfare, rental car, freight, etc., mobilization charges would be: **\$ 207.00**

In the event an extension of days or footage is desired while we are on this project the additional charge will be at the same ratio as the above schedule. This project may be extended only if our schedule permits and upon approval of the Utility. In the event a reduction or extension of days or footage is desired, prior to our arrival please contact us for a review of the above pricing. To schedule service, please call at (800) 621-9292.

It is understood that pinpointing leaks on private service lines is not a part of this project. However, we will indicate which service lines are leaking whenever possible at no extra charge.

In order to expedite this project and to make sure you get the most effective water line survey for your dollars, it will be necessary for your Utility to supply a helper at all times who can assist our Field Technician with information regarding your water system. A helper will also ensure that no areas are missed during the survey and all possible methods are utilized and to locate all lines accurately.

When quotes are based on a fixed price, in order to expedite the survey, it is necessary that preparation for service as outlined herein be adhered to. The above price includes up to two copies of any Final Report prepared by Utility Services Associates for U.S. clients and one copy for overseas clients. (One copy of Final Report will be sent upon project completion unless otherwise requested.) Additional copies may be obtained at a price of \$25.00 per copy.

CONTRACT TIME - Proposal price shall be held for 90 days from proposal date.
Mobilization Charges may be adjusted based upon changes in Airfare or rental car costs.

PAYMENT - Net 30 days -- A service charge will be assessed on past due or delinquent accounts at the rate of 1^{1/2}% per month.

Sincerely,



Steve Hancey
Consultant

Utility Services Associates
10013 MLK Jr. Way South
Seattle, WA 98178
T 206 725 3441
T 800 621 9292
F 206 725 5932



March 31, 2003

City of Elgin
Attn: Joe Garlitz
PO Box 128
Elgin, OR 97827

Dear Joe:

We would like to thank you for this opportunity to submit this proposal for your consideration of a **Leak Detection Project for the City of Elgin, OR.**

We advocate furnishing a comprehensive leak survey of the area you designated. This will maximize our ability to find even smaller leaks.

We specialize in Leak Detection. We are not affiliated with any one manufacturer. Therefore, we can use whatever equipment and procedures meet your special needs. We constantly upgrade to the latest technology and methods to provide the most cost-effective service available. After reviewing information you provided, we are confident we can identify areas of unaccounted for water, lost through leakage, in the distribution system.

The area we discussed for this leak survey and pinpointing project is **15 mile(s)** of distribution pipe, varying in sizes from **2"** through **10"**. Your pipe material consists of **AC, STL & 1% PVC**. Your valve boxes are mostly accessible for easy contact of our equipment. Contact points (valves, hydrants or services, etc.) are within **300 feet** in most cases. The pressure varies from **50 PSI** to **85 PSI**. Non Revenue Water (NRW) is **currently unknown**.

Our experienced Leak Consultants provide the highest degree of professionalism in the business. Our office staff has been with the company since it's inception. We strive to help Utilities reduce their water loss due to leakage in a cost-effective manner. When leaks are eliminated, the savings in power and treating costs will ultimately outweigh the initial cost of our service. We are proud of our record with other communities, and suggest you contact at least a sampling of them to confirm our abilities.

We believe our unique qualifications and the services we can provide make us the best candidate for successfully fulfilling your leak detection needs. We look forward to the opportunity of assisting you with this important water conservation project.

BUILDING MATERIALS
CONCRETE PRODUCTS
ELECTRICAL
ELECTRIC UTILITY
FIRE PROTECTION
HVAC
INDUSTRIAL PVF
MAINTENANCE SUPPLIES
MECHANICAL PVF
PLUMBING
WATER & SEWER
WATER SYSTEMS & IRRIGATION



Home Office

10013 M L King Jr Way South
Seattle, Washington 98178
(please call for a location near you)

Phone 800 621 9292

Fax 206 725 5932

Web www.leaks.com

Email info@leaks.com

Montana Office

Phone 800 347 8959

Fax 406 756 2603

Email bruce.rubin@hughessupply.com

Florida Office

Phone 866 262 9702

Fax 407 865 5673

Email michele.forgue@hughessupply.com

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Experienced Water Conservation Consultants

UTILITY SERVICES ASSOCIATES



A HUGHES SUPPLY COMPANY

*Some you see.
Some you don't.SM*



LEADERS IN WATER LEAK DETECTION

As a water purveyor, when you think about conservation, you think about leak detection. The professionals at Utility Services Associates (USA) have an understanding for the business few companies can match. As leaders in the industry, USA is at the heart of today's demand for inexpensive, cost-effective solutions for waterline leak detection and meeting federal conservation mandates.

USA has a reputation for using the latest water leak detection technology including everything from correlator systems to thermal/multi-spectral imaging. Besides a highly trained staff with decades of individual experience, USA also offers the vast resources, services and skills of a billion-dollar corporation, Hughes Supply.



Left undetected, leaks sometimes develop into catastrophic events.

THE COST VERSUS THE BENEFITS.

With today's rising water rates, depleted sources and increased consumer awareness, companies like yours should understand the rewards that come with reducing system leakage before calculating the benefits-to-cost ratio. Some benefits are obvious like water conservation, while some are not so obvious like the following.

BENEFITS OF LEAK DETECTION

- **Conservation**
- **Reduce non-revenue water**
- **Extend the life of your system**
(increased productivity)
- **Lower production cost**
(pumping, treating, etc.)
- **Lessen emergency overtime for employees**
- **Establish system integrity**
- **Minimize infiltration**
(reducing waste water treatment)
- **Reduce likelihood of lawsuits**
- **Reduce chance of contamination**
- **Improve public relations**
(fewer rate increases)

A COMPLETE LIST OF SERVICES

Though technology-driven, USA is a service company at its core. We're in business to locate leakage and save our clients millions of dollars. There are many components to successful leak detection. At USA, we like to focus on two essential procedures.

THE LEAK SURVEY

Through innovation and years of experience, USA has developed time-tested procedures for leak surveys. Our well-trained technicians use today's most advanced technology and equipment to perform accurate leak investigations.

To begin a comprehensive leak survey, our consultant will review distribution maps and become familiar with the piping network. Next, a false leak sound is created to determine how far a leak sound will carry in a given pipe type or pressure zone.

Once the distance between two access points is determined, physical contact is made with appurtenances (valves, hydrants, service shut-offs, etc.) using a sophisticated amplifier and transducer. At USA, all appurtenances on PVC are tested.

When access points are not available within specified distances, a ground microphone may be used. A detailed report is created on all leak sound locations. Each location is reinvestigated during the pinpoint process. A leak survey also includes checking for illegal taps, bypasses and unauthorized connections to fire hydrants.

USA uses the most sophisticated leak detection equipment available, but even more important than quality equipment is a technician's ability to interpret sound. Only the combination of experience and expertise can insure all possible leak sounds are detected.



U.S.A.'s proven procedures and methods have set industry standards.

LEAK PINPOINTING

Accurately pinpointing leak locations in an art form. Sounds can be misleading when resonating leaks are heard several hundred feet from their origin. USA provides the most versatile, comprehensive leak detection service available.

Equipment plays a vital part in leak pinpointing. Although various types are used, the correlator system is the most accurate. The leak correlating operation

involves two highly sophisticated transducers. Both are placed on system appurtenances to straddle a suspect leak. The leak sound is then amplified and transmitted through radio to the correlator. Using the speed of sound from the leak, the correlator locates the problem.

Other pinpointing equipment and procedures such as ground microphones, pressure tests, helium injection and flow analysis are used whenever necessary. Only USA offers highly skilled technicians and best-of-breed equipment designed to survey and pinpoint water leakage.

WHAT MAKES US DIFFERENT

USA stands out among other companies in the industry for a lot of good reasons.

- **We are independent of all equipment manufacturers, so our loyalty lies with you, our client.**
- **We offer both the equipment and expertise needed for worldwide mobilization.**
- **Our knowledgeable personnel are available for litigation investigations.**
- **We have added new services including: Tank Inspection and Cleaning, Thermal Imaging, Water Audits and Corrosion Control Engineering.**